



Job Title:
Product Manager – Bath Fittings

Reporting To: Senior Product Manager- Bath Fittings
Role Location: Woodridge, IL
Travel: Up to 25%
Department: Product Management
Date: 02/19/2020

POSITION SUMMARY:

The Product Manager manages the product life-cycle bath plumbing fittings with special emphasis on supporting new product development, market analysis and research, competitive analysis, project coordination, forecasting and sales support.

The Product Manager is responsible for acting as the “Product Champion” for new product development including developing and presenting the business case, managing the project through the stage gate process, supporting launch and training, and long term lifecycle management.

The Product Manager is responsible for the day-to-day management of product related issues for the assigned product lines.

RESPONSIBILITIES:

- Be a category expert in your assigned product category area.
 - Analyze market composition, segmentation, and trends; pricing, function and design
- Actively contribute to strategic planning to align product strategy with overall company direction and objectives
- Product Development
 - Conduct competitive product assessments and develop new products or product positioning strategies
 - Assist in developing, maintaining, and presenting short, medium, and long term product roadmaps
 - Support new product introduction efforts for assigned product categories. This will involve execution of detailed project management of the New Product Development (NPD) process in conjunction with our global engineering, design and manufacturing teams.
 - Foster and maintain relationships with Customer Service, Sales, Marketing Communications, for effective and collaborative output.
 - Support marketing with input for marketing materials, collateral, training, etc.
 - Develop and deliver product training sessions for internal and external customers.
 - Regularly communicate product plans and updates to field via live meetings, conference calls, presentations, etc.
- Lifecycle management
 - Proactively manage product life cycles through analysis and field input
 - Monitor, plan, and execute procedures for product discontinuations and transitions
- Pricing
 - Assist in market research to drive competitive strategy and define pricing and positioning
 - Assist in maintaining accurate product pricing data including new item set up
 - Engage with global team to gather, maintain and communicate pricing information, Financial Analysis and Metrics
 - Track and analyze product performance utilizing financial data, sales trends, and industry information

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REQUIREMENTS:

- Bachelor's degree in marketing, business, engineering or product development
- 4-6 years of direct and hands-on experience in a product role
- Solid business and financial acumen – able to understand the bottom line implications of new product development and marketing initiatives
- Proven project management skills
- Technical competence to review and understand product specification drawings
- Ability to identify and evaluate design trends and aesthetic product characteristics
- Proficiency in MS Office suite
- Excellent verbal and written communication skills
- Strong interpersonal, influencing and leadership skills
- Bright, analytical, goal-oriented with high standards for quality and performance
- Flexibility to effectively work with others from different culture, work habits, and management styles
- Ability to work effectively as a team as well as manage time and projects independently
- Willingness to cooperate and accept added responsibilities
- Ability to travel both domestically and overseas for product development, customer meetings, market research and trade shows

Contact: jobs@globeunion.com

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